



## A look at MISSOURI'S TRADE WITH

# Colombia

AGRICULTURE.MO.GOV

### Opportunities

- Colombia's agricultural sector is expected to grow 2.4% in 2018 primarily driven by poultry, eggs and swine. Colombian buyers continue to look to foreign suppliers to satisfy the feed sector market needs with grains and oilseeds.
- In FY 2017, the United States replaced Chile as the lead supplier of consumer oriented products to Colombia with a 12% increase to \$573 million.
- Colombia has experienced income adjustments that have shifted diets from vegetable to animal proteins resulting in poultry consumption almost doubling in the last 10 years.
- Colombia's emerging niche market is alcoholic beverages with sophisticated flavors. Wine sales continue to grow in conjunction with shifts in income and urbanization.



COLOMBIA IS THE  
**#4** EXPORT MARKET  
FOR U.S. CORN

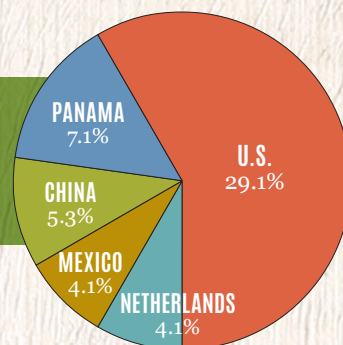
## TRADE POLICY

Missouri has a \$750 million trade agreement with Colombia to facilitate the expansion of bilateral trade and investment in key industries.

In May of 2012, the U.S. and Colombia implemented the U.S.-Colombia Trade Promotion Agreement. This agreement eliminated tariffs on 80% of U.S. exports of consumer and industrial products with remaining tariffs to be phased out over the following 10 years.

Colombia has trade agreements with the Central American Northern Triangle (Guatemala, El Salvador and Honduras), Canada, the European Union, the Pacific Alliance (Chile, Mexico and Peru) and the European Free Trade Association countries (Switzerland, Norway, Liechtenstein and Iceland).

## COLOMBIA'S TOP TRADE PARTNERS



## COLOMBIA IS THE WORLD'S 3RD LARGEST PRODUCER OF COFFEE

Colombia is responsible for 8% of the world's coffee.

## TRADE BARRIERS



All processed retail food items must be registered and approved by the Colombia National Food and Drug Surveillance Institute (INVIMA). Products excluded from this are products that are not subject to transformation or used as raw materials by the food industry or food preparation sector (i.e. honey).



U.S. meat and poultry products are import eligible only if they have packaging origin from any USDA federally inspected establishment that is listed in the USDA FSIS Meat and Poultry Inspection Directory.

THE COLOMBIA SUGAR  
MILLER'S ASSOCIATION  
MAINTAINS A CLOSE RELATIONSHIP  
WITH GOVERNMENT, AND POLICIES ARE SET  
TO PROTECT LOCAL BIOFUELS PRODUCTION.





# EXPORTING TO

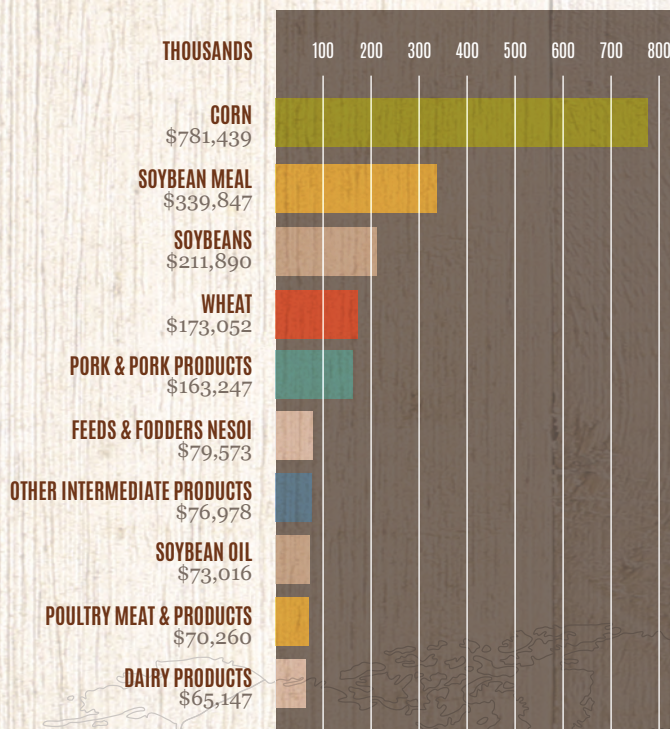
## Colombia

### COLOMBIA RANKED #12

IN 2017 AMONG U.S. AGRICULTURAL EXPORT MARKETS



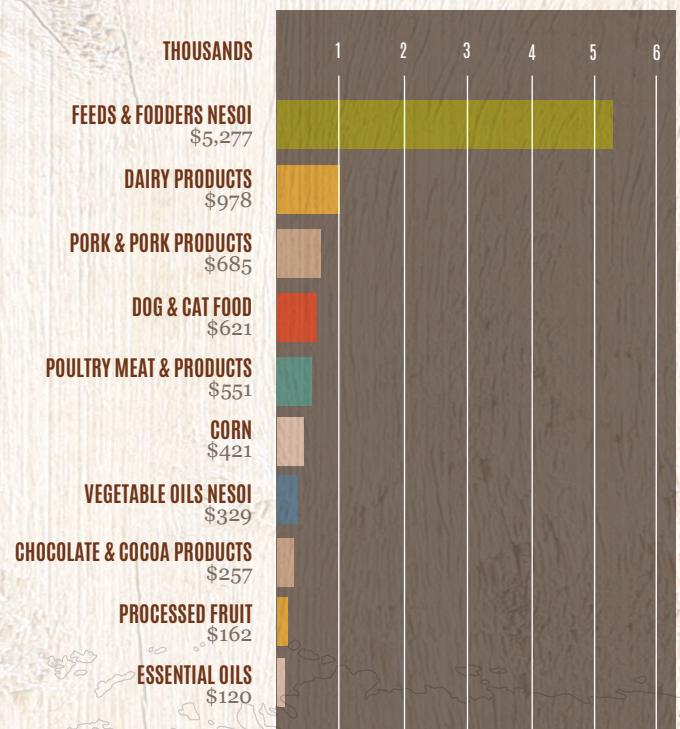
#### TOP 10 UNITED STATES AGRICULTURAL EXPORTS TO COLOMBIA



Source: USDA 2017 GATS



#### TOP 10 MISSOURI AGRICULTURAL EXPORTS TO COLOMBIA



Source: USDA 2017 GATS



**\$2.5 BILLION**  
THE TOTAL VALUE OF EXPORTS TO  
COLOMBIA FROM THE U.S. IN 2017